

# Soul Crushing Fear

Weekly Report 9/25/17 to 10/1/17

This week was particularly terrifying in that we had to start cold calling for interviews. Although I had a bit of calling experience from my job at KD College Preparation, I had very little skill being on the other end, especially in a cold calling situation. So, I was pretty reluctant to begin cold calling, mostly due to a fear of embarrassing myself. However, I eventually got past my fears and called a few professionals. Unfortunately, the first six of my phone calls all went, but that was pretty scary in itself. After about an hour, I finally decided to call the UNT Physics Department. Luckily, Lisa, the receptionist, picked up and referred me to a few professors who might be willing to help me out. I called one of them and after all my hard work, I set up my very first interview.

Apart from cold calling, this week was particularly iconic on my ISM journey as it should me what ISM is truly about. Up until now, ISM felt like any other class with researching and learning more about our field of choice. I can now, however, see what it truly means to go out into the real world and challenge myself to engage with people at a professional level. This experience sets ISM apart from my other classes because as I get older, I will be using this skill of cold calling more frequently. Even after a few voicemails and a little bit of phone-to-phone interaction, I am already much more comfortable speaking on the phone than I was before the cold calls. Next week, I will be talking to professionals in person at the Business Symposium and the skills I have learned through the ISM program will surely help me then as well in future cold calls.

Until next week,

Sahil Jain